

IF I HAD MY TIME AGAIN ...

[stories of the successes and stuffups of great real estate principals and agents]

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If I Had My Time Again

Australia's Top Real Estate Principals
Review Their Road To Success

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EVERYONE IS A BUSINESS

Think like one now.

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YOUR SYSTEMS ARE YOUR MACHINE

But transactions are your widgets.

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FOCUS ON WHAT YOU ARE GREAT AT

Others can do the things you are not.

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PROVIDE FOR THE RAINY DAYS & UNDERSTAND THE RISKS

Income is inconsistent.

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PASSION

LEADERSHIP

WORK ETHIC

DATA UTILISATION

VALUES & ETHICS

TEAM

CHANGE

BUSINESS MODELS

CASH IS KING

LEANING ON OTHERS

Willingness to share

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**"Make sure you know where
you want to go and why
you're doing it."**

John Cunningham

Cunninghams Property | Managing Director

#why

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“It is a **transition** to go from being that **person always in lights** to someone where you’re **putting yourself second** for the **benefit of your team.**”

Paul Curtain

Place Estate Agents | Managing Director

#leadership

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“I think **humility and **empathy** and **understanding of what individuals are going through**, and **developing a business model to enable them to improve**. I think that’s what I look for in a leader.”**

Martin Millard

Harcourts Solutions | Managing Director

#businessmodel

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“I think if you’re doing it for the **money**, you’re probably going to be **better off being a salesperson** ... and that’s all you have to worry about.”

Ash Marton

Ash Marton Realty | Principal

#money

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“We had our **kids** up there in the office after school gluing photos onto brochures.”

John Cunningham

Cunninghams Property | Managing Director

#familybusiness

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“Setting up a real estate business from the outside looking in might **look like an easy thing to do, but it’s actually not.**”

Ewan Morton

Morton | Joint Managing Director

#workethic

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“I made so many mistakes, and the **fundamental mistake** that I made was **I thought I needed to know the answers to everything.**”

Megan Jaffe

Ray White Remuera | Principal Licensee Agent & Owner

#support

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Online Coaching For Real Estate Principals

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